



Biography

Michael S. Haskins is presently the Chief Operating Officer at Iowa Wireless Services, LP.

In 1980 Mike joined Northern Telecom, Inc., in Chicago, Illinois as an Installation Technician. There he installed, tested and turned over DMS-10's and DMS-100's digital switching systems to Independent Operating Customers in Iowa, Minnesota, South Dakota, North Dakota, Nebraska and Wisconsin. He performed regional technical support and training support for the installation group.

In 1984 Mike was promoted to Installation Supervisor at Northern Telecom where he supervised all aspects of installation and in-service support for digital switching systems to Independent Operating Customers in Iowa, Illinois, Michigan, Indiana, South Dakota and Minnesota. He also supervised all aspects of installation and in-service support for digital switching systems to Bell Operating Companies in Michigan, Indiana, Ohio and Wisconsin.

In 1997 Mike moved to Des Moines, Iowa to become Director of Network Operations at Iowa Network Services, West Des Moines, Iowa. He was responsible for forming a network operations group in converting 138 telephone companies from an existing US West network to the INS network. He worked with other departments to develop internal procedures, platforms and processes to insure that billing, engineering and administrative functions worked efficiently. He also was involved in developing and maintaining a positive relationship with the shareholder companies and he helped develop training and equipment surveillance packages to support end-office activities. Mike was responsible for the annual expense budget for Network Operations and a staff of 35. In 1996, Mike was promoted to Vice President of Network Operations at INS and was involved in corporate policy decision making as well as his duties he performed as the Director of Network Operations.

In 1998, Mike joined Iowa Wireless Services as Vice President of Operations overseeing start up operations and build-out of the Iowa Wireless PCS network. He worked with other departments to develop internal procedures, platforms and processes to insure that billing, engineering and administrative functions worked efficiently.

In 2001, Mike was promoted to Chief Operating Officer at IWS reporting directly to the Board of Directors overseeing all aspects of day-to-day operations of the company.

Mike Graduated from Mitchell Area Vocational Technical School in Mitchell, South Dakota with a degree in Electronics and Telecommunications. Mike has also attended various technical training and leadership seminars during his career.



Biography

Steven J. Zimmer is the Vice President of Operations/Engineering at Iowa Wireless Services, LP.

In 1989 Steven joined AT&T Network Systems, Rock Island, Illinois as a Technician Level 1. His duties were installing and commissioning cellular telephone equipment for Contel Cellular. Within two years Steve moved up to Technician Level 3. He left the company to pursue employment with Contel Cellular.

In 1991 Steve moved to Contel Cellular, Inc., Davenport, Iowa as a Switch Technician. In 1993 he was promoted to Performance Engineer. In the fall of 1993 he was promoted to RF Engineer. In 1994 he was promoted to Senior RF Engineer and moved to the Rockford, Illinois office. As Senior RF Engineer, Steve was responsible for the design and build-out of 160 cell-sites in Iowa, Illinois, Indiana and Kentucky. Steve was elected as "Employee of the Year" at Contel. GTE Mobilnet acquired Contel in 1995.

In 1996 Steve moved to Des Moines, IA to become RF Manager for Voice Stream a division of Western Wireless. At Voice Stream he managed a staff of 40 engineers and technicians as well as independent contractors. Steve developed and built-out the Des Moines market consisting of 88 cell-sites.

In 1997 Steve joined Iowa Wireless Services as Director of Engineering. In 2001 he was promoted to Vice President of Operations/Engineering. He has a staff of 32 employees and supervises several contractors and consultants. Steve has developed the Engineering Department by hiring a superlative staff. He was the key person on deciding the type of switching equipment Iowa Wireless uses. Steve was the design master for the build-out of 242 cell-sites in service today. Steve leads his team during design work, leasing of tower space, construction of towers, installation on radio equipment, monitoring the switch and works closely with other departments to improve performance and growth of the company. Steve is in charge of all budgets concerning Operations and Engineering.

Steve is a Licensed Soccer Coach and is a member for the Waukee Soccer Board. For three years he was on the St. Anne's Pastoral Council Board in Long Grove, Iowa. He is also a member of the Knights of Columbus.

Steve graduated from Clinton College in 1989 with an Associates Degree in Electrical Engineer and was Valedictorian of his class. He has attended several management, training and leadership seminars throughout his career.



Biography

Steven T. Schuler is the CFO at Iowa Wireless Services, LP since May, 2001.

In 1973 Steven joined KPMG, LLP Certified Public Accountants in Des Moines, IA where he performed audits and prepared tax returns for banks, manufacturing firms, radio stations and real estate developers. He spent 50 percent of his time working in the banking industry and achieved the position of Supervising Senior where he supervised six people on audit engagements.

In 1977 he joined Brenton Banks, Inc., Des Moines, IA as the Internal Audit Manager. He moved through the ranks as Controller; Vice President/Controller; Vice President/Treasurer/Secretary; Chief Financial Officer and Vice President/Treasurer/Secretary and in 1997 he was promoted to Corporate Senior Vice President – Chief Financial Officer/Treasurer/Secretary.

His responsibilities at Brenton Banks were financial accounting and reporting, management accounting and reporting, financial budgeting, forecasting and analysis, acquisitions, shareholder relations, investment banker relations, tax, audit, and compliance.

Steven's civic and community activities include past President Board of Directors for Ronald McDonald House of Des Moines; Memberships and Grants Committee for United Way of Central Iowa; Board Member and Treasurer for Urbandale Girls Recreation Association and the Urbandale Public Library Foundation, Inc.; member of Community Facilities Committee for Urbandale Community School District; Director of Parish Foundation for St. Pius X Catholic Church.

Steven graduated from Iowa State University in 1973 with a B.S. degree in Industrial Administration with emphasis in accounting and a minor in Computer Science and Sociology. He obtained his Certified Public Accountant Certificate in 1975. Since 1975 he has been a member of the American Institute of Certified Public Accountants and the Iowa Society of Certified Public Accountants. In 1982 he became a member of the Financial Executives Institute and was the President of the Iowa chapter in 1987 to 1988. Steven served as a member of the American Bankers Association for the Task Force on Accounting Principles. From 1992 to 1995 he was a member of the CFO Executive Committee for the American Bankers Association. He was a past Chairman for the Iowa State University Department of Accounting Advisory Board where he was a member from 1980 to 1987. Since 1994, Steven has been a member of the College of Business Dean's Advisory Council for Iowa State University and a past Chairman for this council. He is also a member of Iowa State University Foundation Finance Committee and Foundation Board of Governors since 2000 to present. He is a graduate of the Greater Des Moines Leadership Institute and a graduate of Association of Business and Industry Leadership of Iowa. In 1993 he joined the RAAPS Project Team for Iowa State University where he spent two weeks in Bratislava, Slovakia consulting with Slovenska Polnohospaderska Banka (Agricultural Bank of Slovakia).



Biography

David Blake is Vice President of Sales and Marketing for Iowa Wireless Services, LP.

In 1986 David was a Property and Business Manager for a private real estate developer in the management of commercial real estate properties and businesses. The majority of his responsibilities were in lease management and negotiation as well as overseeing various business operations.

In 1988 he also started working with Hoof Products, an automotive manufacturer for Ford, in the inspection department. This became his primary focus as he obtained an education in Statistical Process Control (SPC) and ISO certification throughout the next three years. During this time he moved into management within the company and implemented SPC throughout the organization.

In 1991 he began working with Solar Plastics in Davenport, Iowa as Quality Assurance and Customer Retention Manager. He was tasked with improving the current probationary status with its largest customer consisting of 60% of the business. Through implementing SPC standards and ISO 9002 within the company along with building customer loyalty he assisted in retaining this customer along with others and moved from probationary status to a Class 1 supplier status within two years.

In 1995 he created his own company, Blasta Co. LLC, specializing in commercial real estate ventures, property management and franchising. His goal was to build a business and grow it into a profitable and valuable purchase opportunity. He accomplished this through building business relationships throughout the community and non-traditional channels of distribution to increase profitability. He became a member of the franchisee marketing coop development committee and was later elected to the Advisory Board for the franchiser. Dave assisted with developing corporate business policies and procedures for franchisees and the franchiser along with participating in the allocation of all marketing dollars at a corporate level throughout the United States.

In 1998 David joined Iowa Wireless Services to assist in retail and channel development. His primary areas of focus were lease negotiations and the hiring of management and sales staff in new markets. Shortly after launching those markets, David moved into the position of Marketing Manager and was responsible for overseeing field marketing opportunities and development. He was later promoted to ITC Marketing Manager under a new division of the company working with ITCs (Independent Telephone Companies) in marketing support and business development. Under his supervision, he created a separate team dedicated to the marketing management and support of ITC wireless operations providing an additional revenue stream. David was promoted to Vice President of Sales and Marketing in January of 2001. His responsibilities as Vice President include the management of all channels of distribution, sales and marketing personnel, customer retention and advertising.

David has been active in his community in serving as a member of the Board of Directors for De Witt development committee and on the Board of Directors, DeWitt Chamber of Commerce.



Biography

Monte J. Hagge is Executive Director of External Affairs at Iowa Wireless Services, LP.

In 1983 Monte joined Westmarc Cablevision, Waterloo, IA as a Service Technician. In December 1984 he was promoted to Plant Maintenance Technician. In 1985 he became an Engineering Assistant. Westmarc Cablevision at that time had a 33-channel system, 1000 miles of plant and 26,000 subscribers.

In 1986 Monte became the Plant Supervisor for Dunkerton Telephone Cooperative, Dunkerton, Iowa. Dunkerton Telephone Cooperative had 650 subscriber lines, 28 toll circuits and 80 miles of buried plant.

In 1992 Monte moved to Norstan Communications Inc., Des Moines, Iowa as Installation Supervisor. In 1995 Monte was promoted to Project Manager. Norstan Communications is a voice, data and video solution provider.

In 1998 Monte joined Iowa Wireless Services as ITC Support Manager. In January 2001 Monte was promoted to Executive Director, External Affairs. Iowa Wireless Services is a wireless service provider.

Monte graduated from Upper Iowa University with a B.A. in Business Management.

Iowa Wireless Services
Balance Sheet
As of November 30, 2001

		<u>11/30/01</u>
	Assets	
30	Cash	\$756,944
40	Short Term Investments	\$880,400
50	Accounts Receivable	\$3,344,194
60	Inventory	\$1,366,227
70	Construction Inventory	\$308,925
80	Prepaid Expenses	\$428,351
90	Miscellaneous Deposits	\$30,533
110	Total Current Assets	<u>\$7,115,573</u>
130	Escrow Deposits	\$115,608
170	Property, Plant, & Equipment	\$55,955,214
180	Depreciation Reserve	<u>(\$13,761,013)</u>
200	Net Property, Plant, & Equipment	\$42,194,201
220	Total Assets	<u><u>\$49,425,382</u></u>
	Short Term Liabilities	
260	Customer Deposits	\$133,225
270	Accounts Payable	\$3,006,568
280	Notes Payable	\$118,937
290	Unearned Revenue	\$1,539,223
300	Current Portion of Long Term Debt	\$450,000
310	Other Current Liabilities	\$7,521
330	Total Short Term Liabilities	<u>\$5,255,474</u>
	Long Term Liabilities	
360	Long Term Debt	\$44,437,500
370	Capital Leases	\$587,587
380	Notes Payable	\$89,237
410	Total Long Term Liabilities	<u>\$45,114,324</u>
440	Total Liabilities	<u>\$50,369,798</u>
	Equity	
470	Partner Contributions-Prior Years	\$39,807,761
480	Partner Contributions-Current Year	\$4,700,000
490	Start Up Costs	(\$598,788)
500	Retained Earnings-Prior Years	(\$38,586,129)
510	Current Year Net Loss	(\$6,267,261)
540	Total Equity	<u>(\$944,416)</u>
570	Total Liabilities & Equity	<u><u>\$49,425,382</u></u>

Iowa Wireless Services
Income Statement
November 30, 2001,
Year to Date

	Revenue	
	Post Pay Subscriber Revenue	
40	Activation Revenue	\$80,482
50	Airtime Revenue	\$3,821,808
60	Access Revenue	\$8,805,405
70	Feature Revenue	\$191,606
80	Rental Revenue	\$355,392
100	Total Post Pay Subscriber Revenue	\$13,254,693
	Pre Pay Subscriber Revenue	
130	Activation Revenue	\$48,500
140	Airtime Revenue	\$2,890,478
160	Total Pre Pay Subscriber Revenue	\$2,938,978
180	Total Subscriber Revenue	\$16,193,671
	Equipment Revenue	
210	Phone Revenue	\$1,696,096
220	Accessory Revenue	\$250,004
230	SIM Revenue	\$110,895
250	Total Equipment Revenue	\$2,056,996
270	Gross Subscriber & Equipment Revenue	\$18,250,666
	Adjustments to Revenue	
300	Returns	\$101,175
310	Retention	\$6,195
320	Contract Termination	(\$111,094)
330	Other Adjustments	\$135,851
360	Trade In Discount	\$8,111
390	Total Adjustments	\$140,238
410	Net Subscriber & Equipment Revenue	\$18,110,429
430	ITC Revenue - Construction	\$4,774,845
440	ITC Construction Costs	\$4,511,540
460	Net ITC Construction Revenue	\$263,305
480	ITC Revenue - Non-Construction	\$3,205,366
490	ITC Non-Construction Costs	\$3,297,858
510	Net ITC Non-Construction Revenue	(\$92,492)
530	Net ITC Revenue	\$170,813
550	GSM Roaming Revenue	\$1,081,289
560	Other Service Revenue	\$700,839
580	Total Net Revenue	\$20,063,370
	Cost of Goods Sold	
610	Phones	\$2,477,135
620	Accessories	\$270,195
630	Calling Cards	\$28,648
640	SIM Cards	\$219,197
650	Packaging & Freight	\$67,893
680	Total Cost of Goods Sold	\$3,063,068
700	Cost of Service	\$2,553,972

Iowa Wireless Services
Income Statement
November 30, 2001,
Year to Date

720	Total Costs	\$5,617,040
740	Gross Profit	\$14,446,330
	Expenses	
770	Executive	\$742,246
800	Finance	\$3,929,064
840	Marketing/Sales	\$4,792,625
880	Operations	\$2,415,335
900	Total Expense	\$11,879,270
920	Operating Income/(Loss)	\$2,567,060
940	Depreciation & Amortization	\$4,892,629
	Other Income and Expense	
970	Interest Income	\$116,790
980	Other Income	\$85,908
990	Gain/Loss on Sale of Assets	(\$11,017)
1010	Gain on Sales of Spectrum	\$29
1020	Interest Expense	\$4,133,404
1050	Total Other Income and Expense	(\$3,941,694)
1070	Net Income/(Loss)	<u>(\$6,267,264)</u>

Call Sign: KNLH741		Status: Active	Authorization Type: Regular	
Radio Service: CW		Auction ID: 11 - BB PCS DEF		
Market: BTA061		SubMarket: 0	Channel Block: D	Phase:
Grant Date: 04/28/1997	Effective Date: 08/19/1998	Expiration Date: 04/28/2007	Cancellation Date:	
1st Build Out Deadline: 04/28/2002		2nd Build Out Deadline:		
3rd Build Out Deadline:		4th Build Out Deadline:		
1st Build Out Notification Date:		2nd Build Out Notification Date:		
3rd Build Out Notification Date:		4th Build Out Notification Date:		
Cellular SIDs:				
Tribal Land Bidding Credit:				
Tribal Land Bidding Credit Calculated:		Tribal Land Bidding Credit Awarded:		
Additional Bidding Credit Requested:		Additional Bidding Credit Awarded:		
Tribal Land Build Out Date Deadline:		Tribal Land Build Out Notification Date:		

Licensee Information

Licensee ID: L00127087	SGIN: 000	FRN: 0002576874	Type: Corporation
Licensee Name: Iowa Wireless Services Holding Corporation			
P.O. Box:			
Street Address: 312 8th Street - Suite 410			
City: Des Moines			State: IA
Country:			Zip Code: 50309-
Attention:			
Phone Number: (515)258-7000			Fax: (515)258-7100
Email:			

Contact Information

Contact Name: James U Troup			
Entity Name: Arter & Hadden LLP			
P.O. Box:		Street Address: 1801 K Street, N.W. - Suite 400K	
City: Washington		State: DC	Zip Code: 20006-
Phone Number: (202)775-7960		Fax: (202)857-0172	
Email:			

General Qualifications

Regulatory Status:	<input checked="" type="checkbox"/> Common Carrier	<input type="checkbox"/> Non-Common Carrier	<input type="checkbox"/> Private, Internal Communications	<input type="checkbox"/> Broadcast Services	<input type="checkbox"/> Band Manager
Type of Radio Service:	<input type="checkbox"/> Fixed	<input checked="" type="checkbox"/> Mobile	<input type="checkbox"/> Radiolocation	<input type="checkbox"/> Satellite	<input type="checkbox"/> Broadcast Services
Interconnected Service?				<input checked="" type="radio"/> Yes <input type="radio"/> No	

Alien Ownership

Is the Applicant a foreign government or the representative of any foreign government?	<input type="radio"/> Yes <input checked="" type="radio"/> No
Is the Applicant an alien or the representative of an alien?	<input type="radio"/> Yes <input checked="" type="radio"/> No
Is the Applicant a corporation organized under the laws of any foreign government?	<input type="radio"/> Yes <input checked="" type="radio"/> No
Is the Applicant a corporation of which more than one-fifth of the capital stock is owned of record or voted by aliens or their representatives or by a foreign government or representative thereof or by any corporation organized under the laws of a foreign country?	<input type="radio"/> Yes <input checked="" type="radio"/> No
Is the Applicant directly or indirectly controlled by any other corporation of which more than one-fourth of the capital stock is owned of record or voted by aliens, their representatives, or by a foreign government or representative thereof, or by any corporation organized under the laws of a foreign country?	<input type="radio"/> Yes <input checked="" type="radio"/> No

Basic Qualifications

Has the Applicant or any party to this application or amendment had any FCC station authorization, license, or construction permit revoked or had any application for an initial, modification or renewal of FCC station authorization, license, construction permit denied by the Commission?	<input type="radio"/> Yes <input checked="" type="radio"/> No
Has the Applicant or any party to this application or amendment, or any party directly or indirectly controlling the Applicant, ever been convicted of a felony by any state or federal court?	<input type="radio"/> Yes <input checked="" type="radio"/> No
Has any court finally adjudged the Applicant or any party directly or indirectly controlling the Applicant guilty of unlawfully monopolizing or attempting unlawfully to monopolize radio communication, directly or indirectly, through control of manufacture or sale of radio apparatus, exclusive traffic arrangement, or any other means or unfair methods of competition?	<input type="radio"/> Yes <input checked="" type="radio"/> No
Is the Applicant or any party directly or indirectly controlling the Applicant, currently a party in any pending matter referred to in the preceding two items?	<input type="radio"/> Yes

☒ No**Race, Ethnicity, Gender of Licensee**

Race:	American Indian or Alaska Native:	Asian:	Black or African-American:	Native Hawaiian or Other Pacific Islander:	White:
Ethnicity:	Hispanic or Latino:	Not Hispanic or Latino:			
Gender:	Female:	Male:			